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manufactured housing
dealer
A TL ENTERPRISES PUBLICATION

serving dealers, manufacturers and suppliers

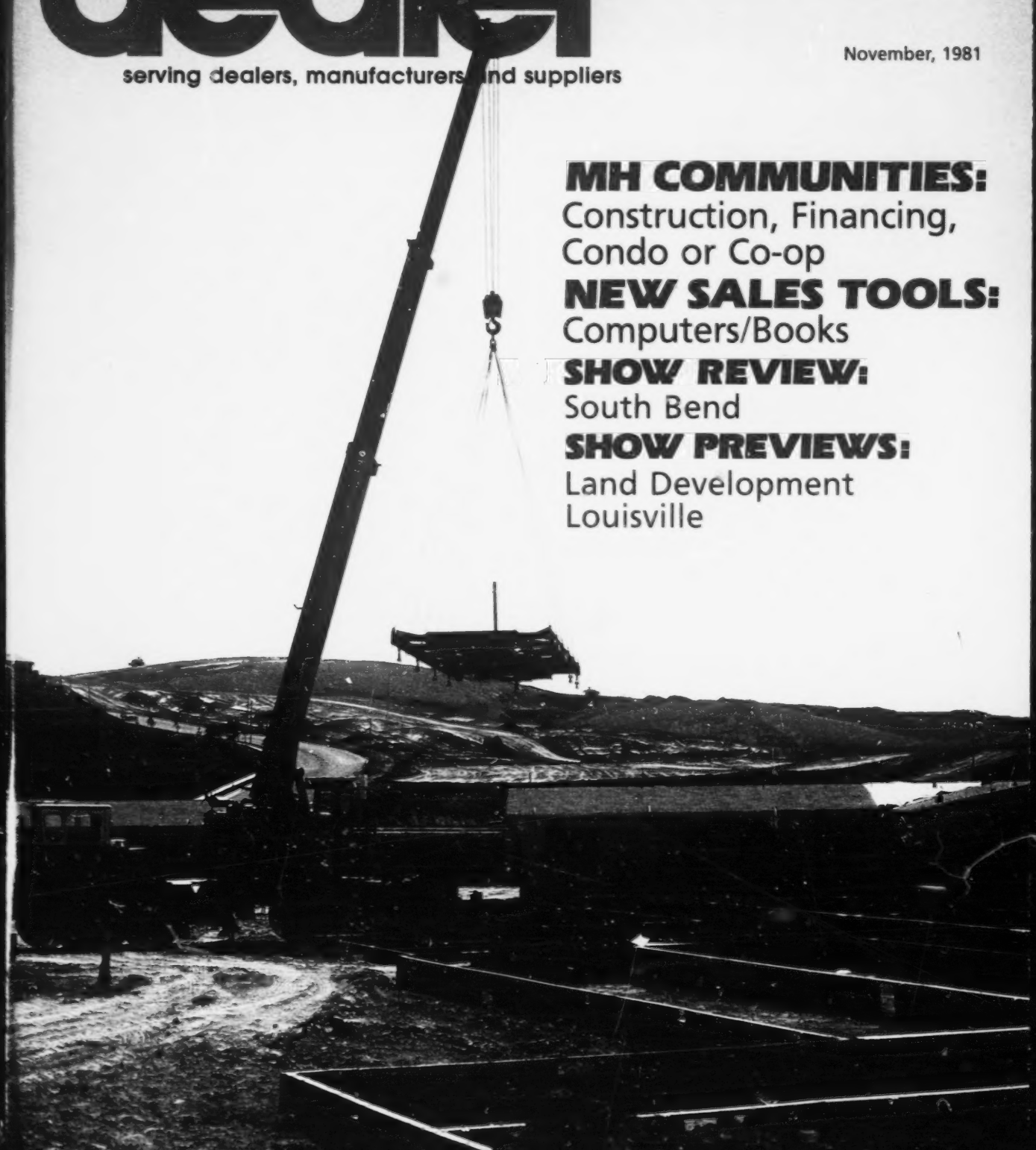
November, 1981

MH COMMUNITIES:
Construction, Financing, Condo or Co-op

NEW SALES TOOLS:
Computers/Books

SHOW REVIEW:
South Bend

SHOW PREVIEWS:
Land Development
Louisville



manufactured housing dealer

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Volume 33, Number 5

Contents

Features

26 **Building Aliso Meadows** *Sherry Davis*
27 **Finance Packaging: The Name Of The Game**
28 **Building Against Bias** *Ray LaRoque*
30 **Computers: Making Them Work For You** *Susan O'Hara*
32 **Beating the Local Bushes For Sales** *Ann Stuart*
34 **Project Turnaround** *Steve Pappas*
58 **South Bend Show Report**
60 **Previews: Land Development Seminar**
Louisville Show

Industry News

53 **Highlight News**
56 **People**
56 **Show News**

Departments

3 **Publishers' Page** *W. Malone, J. Brown Hardison*
6 **Reader Response**
9 **Low Down and E-Z** *Cliff Wilmath*
12 **Q&A on the Hud Code** *George Weckerle*
14 **Shipments: July**
16 **Production: July**
18 **MHD Presents the Associations** *WMHI Corner, Howard Snider; From the Federation, Holt Blomgren; On the Issues, Walter Benning; Stateside View, L.C. Brown*
22 **Calendar**
22 **Facts**/*Figures*
24 **My View**/*Harry Gautsche*
64 **Profitmakers**
72 **Classifieds**

Hardison Institute

67 **Business Outlook** *Craig White*
68 **Condominium or Cooperative?** *Thomas D. Tucker*
71 **Your Insurance Department—III** *John Elliott*

On the Cover

Recognition of manufactured homes as a viable form of affordable housing has in turn spawned a healthy land development market. Read about the development featured on the cover, beginning on page 26. Photo by Sherry Davis.

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Production and Shipments

July

Last month the figures looked good—up 18 percent over the year to date—up 49 percent over June the year before. This month the comparisons of July '81 against July '80 do not look quite as impressive—only a nearly 28 percent increase for the month as against the nearly 50 percent rise shown in June figures. But the year to date continues on the upgrade; 19.39 percent at the end of July '81 is well over one percent higher than the 18.04 reported last month.

The numbers may still not be as good as everyone would like—with inflation, high interest rates particularly, still working against the results the manufactured housing industry should be enjoying in the entire housing market today. But they are encouraging—especially when all but 10 of the percentages reported area by area for the year to date are in the plus column—and many of them far into that category.

SHIPMENT OF MOBILE HOMES IN JULY 1981
Revised

State	Single Section	Multi Section	Total July '81	Revised Total July '80	Percent Comparison	Year to Date 1981	Year to Date 1980	Percent Comparison
Alabama	401	91	492	421	16.86	3416	3349	2.00
Alaska	17	10	27	13	107.69	96	45	113.33
Arizona	301	165	466	335	39.10	3880	3156	22.94
Arkansas	214	26	240	201	19.40	1596	1227	30.07
California	202	813	1015	990	2.53	7429	7720	– 3.77
Colorado	217	57	274	199	37.69	2044	1672	22.25
Connecticut	25	0	25	33	–24.24	175	170	2.94
Delaware	89	19	108	66	63.64	791	645	22.64
Florida	926	1007	1933	1820	6.21	15,295	15,371	– 0.49
Georgia	713	319	1032	667	54.72	6698	5137	30.39
Idaho	69	42	111	129	–13.95	1067	928	14.98
Illinois	273	44	317	289	9.69	2009	1702	18.04
Indiana	371	49	420	362	16.02	2818	2398	17.51
Iowa	139	11	150	87	72.41	820	705	16.31
Kansas	213	35	248	168	47.62	1685	1256	34.16
Kentucky	324	47	371	317	17.03	2602	2404	8.24
Louisiana	1236	76	1312	947	38.54	9326	6847	36.21
Maine	105	2	107	91	17.58	604	484	24.79
Maryland	85	19	104	86	20.93	683	619	10.34
Massachusetts	45	11	56	41	36.59	275	263	4.56
Michigan	386	75	461	403	14.39	2824	2550	10.75
Minnesota	204	26	230	123	86.99	1181	914	29.21
Mississippi	321	46	367	336	9.23	2508	2300	9.04
Missouri	220	36	256	309	–17.15	1957	1975	– 0.91
Montana	110	21	131	140	– 6.43	859	813	5.66
Nebraska	59	17	76	87	–12.64	607	552	9.96
Nevada	59	99	158	111	42.34	1273	903	40.97
New Hampshire	81	12	93	56	66.07	439	406	8.13
New Jersey	42	21	63	69	– 8.70	304	381	–20.21
New Mexico	287	70	357	211	69.19	1985	1426	39.20
New York	370	51	421	329	27.96	2171	1799	20.68
North Carolina	1151	166	1317	870	51.38	8026	6063	32.38
North Dakota	110	13	123	102	20.59	911	654	39.30
Ohio	380	67	447	465	– 3.87	2894	3564	–18.80
Oklahoma	796	50	846	540	56.67	5231	3474	50.66
Oregon	101	177	278	351	–20.80	2042	2483	–17.76
Pennsylvania	506	57	563	444	26.80	3050	3104	– 1.74
Rhode Island	4	2	6	5	20.00	58	30	93.33
South Carolina	611	154	765	477	60.38	4675	3376	38.48
South Dakota	53	9	62	52	19.23	437	335	30.45
Tennessee	324	49	373	333	12.01	2531	2490	1.65
Texas	2689	402	3091	1983	55.87	19,772	14,707	34.44
Utah	73	43	116	85	36.47	734	650	12.92
Vermont	48	0	48	32	50.00	286	242	18.18
Virginia	367	57	424	386	9.84	2500	2209	13.17
Washington	250	301	551	687	–19.80	3987	4212	– 5.34
West Virginia	270	44	314	299	– 5.02	1799	1863	– 3.44
Wisconsin	226	8	234	179	30.73	1586	1182	34.18
Wyoming	156	38	194	190	2.11	1250	1175	6.38
DC & US Territory	0	1	0	0	—	1	36	–97.22
Export	—	—	—	—	—	—	—	—
Destination Pending	445	106	551	79	597.47	4455	638	598.28
Total	16,664	5060	21,724	16,995	27.83	146,381	122,604	19.39

Manufacturer Output

PRODUCTION OF MOBILE HOMES IN JULY 1981
Revised

State	Single Section	Multi Section	Total July '81	Total July '80	Percent Comparison	Year to Date 1981	Year to Date 1980	Percent Comparison
Alabama	1416	135	1551	1265	22.61	11,112	8706	27.64
Alaska*	—	—	—	—	—	—	—	—
Arizona	317	168	485	294	64.63	3690	2519	46.49
Arkansas	247	32	279	225	24.00	1964	1823	7.73
California	230	928	1158	1102	5.08	8678	8796	−1.34
Colorado	155	82	237	182	30.22	1685	1366	23.35
Connecticut	0	0	0	0	0	0	0	0
Delaware	0	0	0	0	0	0	0	0
Florida	659	835	1494	1307	14.31	11,577	11,770	−1.64
Georgia	1823	743	2566	1894	35.48	17,888	13,573	31.79
Idaho	245	147	392	442	−11.31	3007	3022	0.50
Illinois*	—	—	—	—	—	—	—	—
Indiana	1972	276	2248	1732	29.79	14,256	11,652	22.35
Iowa*	—	—	—	—	—	—	—	—
Kansas	775	39	814	494	64.78	5665	3980	42.34
Kentucky*	—	—	—	—	—	—	—	—
Louisiana	287	22	309	215	43.72	2020	1742	15.96
Maine*	—	—	—	—	—	—	—	—
Maryland*	—	—	—	—	—	—	—	—
Massachusetts	0	0	0	0	0	0	0	0
Michigan*	—	—	—	—	—	—	—	—
Minnesota	211	44	255	174	46.55	1613	1185	36.12
Mississippi	277	32	309	219	41.10	2185	1652	32.26
Missouri	134	38	172	149	15.44	1202	979	22.78
Montana*	—	—	—	—	—	—	—	—
Nebraska	328	45	373	284	31.34	2492	1846	34.99
Nevada	0	0	0	0	0	0	0	0
New Hampshire*	—	—	—	—	—	—	—	—
New Jersey	0	0	0	0	0	0	0	0
New Mexico	0	0	0	0	0	0	0	0
New York*	—	—	—	—	—	—	—	—
North Carolina	1590	238	1828	1214	50.58	11,104	8572	29.54
North Dakota	0	0	0	0	0	0	0	0
Ohio	143	30	173	278	−37.77	1265	1618	−21.82
Oklahoma	63	3	66	96	−31.25	599	618	−3.07
Oregon	272	380	652	728	−10.44	4649	4738	−1.88
Pennsylvania	1054	149	1203	927	29.77	6849	5776	18.58
Rhode Island	0	0	0	0	0	0	0	0
South Carolina*	—	—	—	—	—	—	—	—
South Dakota*	—	—	—	—	—	—	—	—
Tennessee	626	63	689	404	70.54	3957	2817	40.47
Texas	2708	432	3140	2226	41.06	20,372	16,166	26.02
Utah*	—	—	—	—	—	—	—	—
Vermont*	—	—	—	—	—	—	—	—
Virginia	182	23	205	182	12.64	1431	1267	12.94
Washington	52	85	137	189	−27.51	1185	1186	−0.08
West Virginia	0	0	0	0	0	0	0	0
Wisconsin	435	20	455	317	43.53	2629	2192	19.94
Wyoming	0	0	0	0	0	0	0	0
DC & US Territory	—	—	—	—	—	—	—	—
States shown with * Canada	463	71	534	456	17.11	3309	3042	8.78
Totals	16,664	5060	21,724	16,995	27.83	146,381	122,604	19.39

* These states have less than three manufacturers. Figures are aggregated on the second line above "totals" to protect proprietary information. The states of Maine, New York, Michigan and South Carolina are lumped into the category "states shown with (*) due to present manufacturing conditions in those states."

Figures used are those compiled by the National Conference of States on Building Codes and Standards.